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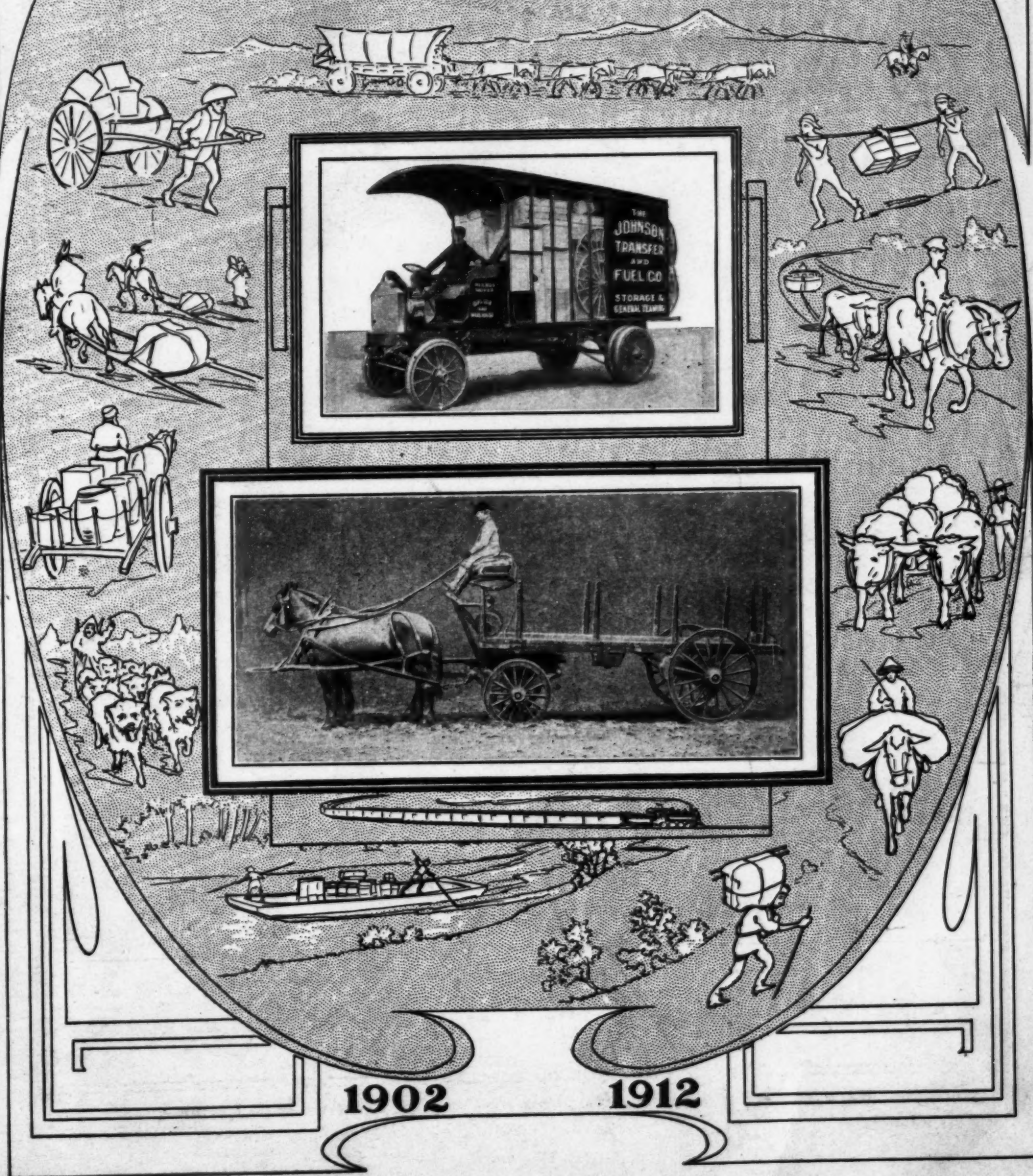
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THE TEAM OWNERS REVIEW

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JULY, 1912

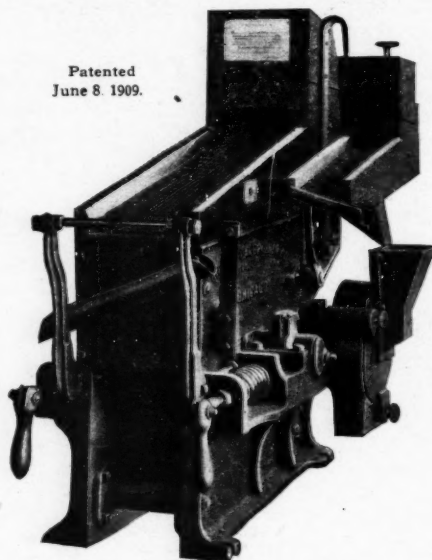
THE TEAM OWNERS REVIEW.

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A Corn Cracker attachment for our Oat Crusher
guaranteed to perfectly crack corn, and not
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THE TEAM OWNERS REVIEW

A MONTHLY JOURNAL PUBLISHED IN THE INTEREST OF THE TEAM OWNER AND MOTOR TRUCK OWNER
OF THE UNITED STATES AND CANADA.

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURGH POST OFFICE

Vol. XI

PITTSBURGH, PA., JULY, 1912

No. 7

THE TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF
THE NATIONAL TEAM OWNERS ASSOCIATION
AND
AMERICAN TRANSFERMEN'S ASSOCIATION.

PUBLISHED ONCE A MONTH

AT
705 RENSHAW BUILDING,
PITTSBURGH, PA.

BY
THE CONSOLIDATED PUBLISHING COMPANY, INC.

ERNEST H. HEINRICH.....PRESIDENT-EDITOR.
S. ZINSMEISTER.....SECRETARY.
W. D. QUIMBY..NEW ENGLAND REPRESENTATIVE.
79 Portland St., Boston.

THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

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Please mail all correspondence for publication, so as to reach publication office by the 15th of month.

Write on one side of the paper only.

Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW,
PITTSBURGH, PA.

The Team Owners Review apologizes for its late appearance this month, which was necessitated on account of the lateness of the date of holding Annual Convention in Cleveland.

The National Team Owners' Association.

Officers:

Isaac Goldberg, New York City.....President
W. H. Fay, Cleveland, Ohio....1st Vice President
D. A. Morr, Kansas City, - 2nd Vice President
W. J. McDevitt, Cincinnati, Ohio.....Treasurer
Frank F. Tirre, St. Louis, Mo.....Secretary

American Transfermen's Association.

Officers:

J. C. Howell, Chattanooga, Tenn.....President
J. M. Dunn, Richmond, Va.....1st Vice President
W. J. Daunt, Bay City, Mich....2nd Vice President
Jesse O. Wells, Des Moines, Ia.3rd Vice President

Every team owner in this country ought to feel gratified with the success of the National Team Owners Association, because he will be benefited by that success.

We were going to draw a comparison between the first and the tenth convention, but have come to the conclusion that comparisons are odious. Both served their purpose, both were excellent in their way, and without the one in St. Louis in 1903 that one in Cleveland could not have happened.

Mr. Goldberg's report was a masterly effort. His recommendations show that he is a thinker, who has always the best interests of the team owner in his mind.

It was certainly a proud occasion for the City of Cleveland, the Cleveland Team Owners Association and "The Becker Family."

Do not let us get peevish every time a man mentions motor trucks. If they are a good thing let us get them. Team owners are not in business for the benefit of the horse. We are in it to make money, and if the motor truck is prefer-

able for making money, let us send our horses to pasture, while we are operating the motor truck.

The man who possesses the peculiar notion that conventions are junketing trips and hurrah rides never was at a team owners' convention, or he would revise his opinion. In Cleveland it was business for two solid days.

THE TEAM OWNERS REVIEW this year had for the first time the pleasure of being represented at the convention of the Illinois Furniture Warehousemen's Association, and we are bound to say, we were greatly impressed. These gentlemen have the happy faculty of combining business with pleasure in a manner that is conducive to good fellowship as well as to a progressive, healthy development of their business.

Isn't it a fine distinction for human beings that organizations have to be maintained to prevent some of them from being cruel to the dumb brutes? Every now and then we hear of a driver being fined for beating his team or for working animals that are too sick or too decrepit to be fit for service. And yet these same individuals doubtless would pray unceasingly for mercy for themselves if they were suffering. It is the same as if we were being tormented and treated without mercy by beings who had as much power over us as we have over horses. Let every driver reflect upon it in this light. There is nothing more cowardly than abusing dumb animals; you will nearly always notice that there is a deficiency in the courage of the individual who does so when he is put to the test. So it is gratifying that those teamsters who have no mercy in their makeup are of such cowardly dispositions that coming through the hands of humane agents once is about enough for them.

So much for the lack of decency in the treatment of teams. Now for what the humane society calls the application of sense and intelligence:

"Don't put the same load on your horse when the thermometer is at 90 as you do when it is just above the freezing point.

"Don't fall when the horse shows signs of be-

coming overheated to apply ice to the head and ice water to the body, so as to reduce the temperature.

"Don't lash your horse when he is doing the best he can, and feed him properly. He is entitled to a good living in return for the work he does for you."

AMONG THE ASSOCIATIONS

Grand Rapids, Mich.

The regular monthly meeting of the Grand Rapids Team Owners Association was held on June 5th at the residence of Mr. Bolthouse. A new membership committee was appointed consisting of Messrs. C. S. Holt and J. Bolthouse, two hustlers, who will go after "new blood," so to speak. E. M. Radcliffe, the secretary-treasurer of the association, was delegated to attend the National Team Owners Convention in Cleveland.

Kansas City, Mo.

Mr. and Mrs. A. T. Barton of our city were the hostesses of a very pleasant gathering of a few of the Kansas City team owners and their wives recently, in honor of Mr. and Mrs. Hupp Tevis of St. Louis.

Mr. and Mrs. Barton, whose home is known far and wide for its hospitality, especially so in connection with any social features of the team owners, were not lacking this time in spreading before their guests, one of the most elaborate dinners to which the writer ever had occasion to be seated.

As former president of the National Team Owners Association, Mr. Tevis was entertained at the Sexton Hotel in the evening with a banquet given by the Kansas City team owners.

The convention made a wise selection for Second Vice President by electing D. A. Morr of Kansas City. He is of the caliber executive officers are made of.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

THE CLEVELAND CONVENTION

THE NATIONAL TEAM OWNERS ASSOCIATION HOLDS ITS TENTH ANNUAL GATHERING UNDER THE MOST FAVORABLE AUSPICES—IT WAS NOT ONLY THE MOST SUCCESSFUL, BUT IN SOME RESPECTS THE MOST REMARKABLE MEETING THE ORGANIZATION HAS YET HELD—INCREASE IN NUMBER OF LOCALS—STRONG FINANCIAL RESOURCES AT LAST ACHIEVED.

The tenth annual meeting of the delegates of the National Team Owners Association, which was held at the Hollenden Hotel in Cleveland, from June 24th until the 26th, is now a matter of history. It was the unanimous opinion of all those who were in attendance, that it was the most successful event of its kind ever held by the organization. It was also stated and with equal emphasis, that this was in some instances the most noteworthy assemblage of team owners that had ever come together under one roof in the history of this country.

The convention was eminently successful, because it gave the strongest, incontrovertible evidences of the fact that the National organization had accomplished things, had done things for its members and the affiliated locals. It was successful, because for the first time it gave undisputed proof of possessing the inherent strength and stability to accomplish further results of benefit and importance. It was successful, because it was demonstrated in the most emphatic manner and with greater force than ever before, that the National Team Owners Association cannot longer be regarded as an uncertain experiment, but as a firmly established institution, the future existence of which is assured.

The Cleveland Convention was noteworthy, because the business of the delegates was conducted in the quickest time on record, considering the amount of work done. It was noteworthy because of the utter absence of wrangling, useless discussions and time wasting arguments. It was noteworthy, because from the moment President Goldberg called the convention to order every delegate appeared to be imbued with the idea that he was there for a definite, fixed purpose, i. e., to give his

best thoughts and judgment upon the subject at hand, and to bring that subject to a consummation most desirable to the largest number interested.

These statements are not my own, but I am merely reiterating the opinions, as expressed to me by many of the delegates themselves, and they represent the general view of the convention.

Either by prearrangement, or else as a matter of convenience, most of the delegations to the convention began to arrive early on Sunday and the reception committee of the Cleveland Association never spent a busier Sunday in their lives going to and from railroad depots and steamship docks to welcome the arrival of the strangers. However, everything moved along smoothly, like clockwork, so to speak, and on Monday morning practically the entire convention with guests and ladies, to the number of some 300, were comfortably housed for their temporary stay in "The Sixth City" of the United States. The Hotel Hollenden is renowned for its conveniences and facilities to take care of large gatherings and no complaints were heard from anybody.

It was an impressive gathering of ladies and gentlemen, who crowded the assembly room which had been set apart for holding the sessions. It was close upon ten o'clock when in response to a silent signal from Vice President W. H. Fay of Cleveland, the assembly arose spontaneously to listen to the invocation of the Lord's blessing by the Rev. Dr. A. P. Johnson. In the absence of His Honor, the Mayor—who was attending the Democratic convention in Baltimore—Dr. Cooley in a few well chosen expressions bid the delegates, guests and their wives a hearty welcome.

THE TEAM OWNERS REVIEW.

These preliminaries having been disposed of, another custom, which has become a regular feature at all conventions, was followed, viz: the dismissal of the ladies. The latter, however, were well compensated by a program of entertainment no doubt more to their taste and liking than the business of the convention could offer them.

President Goldberg, who went at the business as if running conventions were his everyday vocation, at once plunged into the routine of the convention. The Credential Committee, consisting of Messrs. T. F. McCarthy, H. C. Moore, W. J. McDevitt, R. G. Martin and Hupp Tevis, was appointed to establish the legal status of the accredited delegates, and while they acquitted themselves of their work, Mr. Goldberg asked for the reading of the minutes of the last convention, but by motion of T. J. Cavanaugh this formality was dispensed with. Mr. Goldberg then announced the convention would be photographed the following morning. He also read a letter from the president of THE TEAM OWNERS REVIEW. By this time the Credential Committee was ready to make its report. In the meantime Mr. McCarthy had received the sad tidings of the death of his partner, E. H. Gallagher, a member of the New York Team Owners Association. The president after announcing the news to the convention appointed a committee—T. J. Cavanaugh, Hupp Tevis and R. G. Martin—to draw up a resolution of condolence to be transmitted to Mr. Gallagher's family.

The secretary, Mr. F. F. Tirre, was now ready to call the roll, after which the delegates as well as the officers received their badges.

The following committees were then appointed by the chairman:

Resolutions—D. A. Morr, T. J. Cavanaugh, Theo. Gabrylowitz, Neil O'Brien and C. L. Swain.

Constitution—P. J. Finnegan, R. B. Hannah, W. T. Humphrey, J. D. Extrom.

Auditing—W. P. Davis, C. Gleason, Thomas Garvey, J. F. Downey, L. C. Maggie.

Nominations—Hugh C. Moore, Hupp Tevis, R. G. Martin, W. W. Toot, George Reichel.

Convention—H. P. Thomson, R. B. Hannah, W. F. Kelly, P. Strelan, A. Chard.

After the announcement of these committees, the chairman submitted the following report:

PRESIDENT GOLDBERG'S ADDRESS.

This convention marks the first decade of the Association. During that period, although confronted with the discouraging indifference of many team owners it has endeavored, through the loyal devotion of a few, to improve the conditions of our industry and has accomplished reforms that would have been impossible by other means.

What do our experiences as members of the Association teach us? That the Association is an absolute necessity as a means of bringing together men in our business and offering them an opportunity to discuss, from their several points of view, subjects of vital importance, that affect their very lives. Ideas, however commendable, are useless unless expressed in action through the co-



ISAAC GOLDBERG,
President National Team Owners Association.

operation of others. The evolution of the commercial corporation and other forms of modern business combinations, has placed the individual business man and the smaller corporation at a disadvantage in any attempt to improve business conditions, and the only recourse is through the co-operation of others in an Association such as the National Team Owners Association and its several Local Associations.

Our experiences have taught us one other definite thing, that the success of the Association has depended upon a few men, willing to devote their time and efforts and spend their money to make it of substantial benefit to our industry, while the many stand aside, participate in its benefits and contribute nothing except unfavorable criticism.

The Association has its constitution, by-laws and provisions for the appointment of officers. They may be admirable in all respects, but useless until you place behind them a body of earnest and loyal members, willing to sacrifice something to obtain benefits for themselves as well as for others, and

intelligent officers, energetic in their efforts to carry out the policies of the Association. In other words the success of the Association depends absolutely and altogether upon the support given it by its members.

These are generalities, but what is needed are definite, well considered recommendations. And the first recommendation that I shall make is this: The Association should employ a man to be known as a Commissioner. The Commissioner shall devote his entire time and attention to the Association. He should know the teaming business and be familiar with its needs. He should be acquainted with the character of the men engaged in our business and have the tact to deal with them. He should be a man of ideas and able to express them forcibly and convincingly. The services of such a man would be valuable for the Association and he should be well paid, and the Association, through its members, should provide ungrudgingly, funds to pay him. It is as useless to expect, as it is unfair to demand, that a member, engrossed with the cares and responsibility of his own business, should neglect that business for the Association. If, as President, for instance, he does his duty to the Association, he sacrifices his business interests; and in the same proportion, if he gives the proper attention to his business he neglects the interests of the Association. I therefore recommend that this Association employ a man competent to act as Commissioner and perform the duties to be assigned to him by the Association.

The Local Associations are the foundation on which the National Association is erected, their strength and the wise administration of their affairs are essential to the success of the entire scheme of organization. The function of the Local is as important as that of the National Association and is different only in the respect that its field of activity is more restricted. Each needs the other and together they form a unique organization with definite work assigned to them respectively. I have taken part, during the year, in organizing Local Associations in Scranton, Pa., and Geneva, N. Y., which have applied for membership in the National Association. Representatives of Team Owners Associations of Fort Wayne, Pittsburgh, Jersey City, Newark, Syracuse and Brooklyn will be present at this convention and I feel confident that they will recommend that their Associations affiliate with the National organization.

During the year I have traveled through the States of New York, New Jersey, Pennsylvania and Ohio and conferred with team owners in several cities of these States, all of whom have shown a lively interest in the National Association and its work. I am confident that a large number of Local Associations can be organized provided a systematic campaign for that purpose is carried on. Should the Association adopt my recommendation to appoint a Commissioner he would be able to organize many of such Local Associations and thereby add to the influence and power of the National Association and increase its income, in fact more than pay the expense incurred by his employment.

The Association has been active during the year in legislative matters.

Early in the year it considered the advisability of securing the introduction in Congress of a bill to compensate owners of horses killed on account of their having glanders. We discussed this subject, and conferred with counsel and came to the conclusion that Congress did not have the power to enact such a bill and that such legislation came within the jurisdiction of State Legislatures. Several States have legislation of a similar character and this Association urges the team owners in other States to procure the same legislation.

The complaint of the high cost of living applies with equal force with the cost of maintaining our horses and the Association took active interest in endeavoring to secure the passage by Congress of a bill prohibiting trading in future deliveries of grain. Congress has not passed this bill yet, but we believe that the members of this Association should use their influence in promoting its passage. It will prevent combinations from purchasing grain in large quantities and holding it so that its supply becomes abnormally small and the prices abnormally great.

The Interstate Commerce Commission and the Public Service Commissions of several of the States continually promulgate rules regulating methods of transportation and many of these rules affect the teaming interest either favorably or unfavorably. The Association should keep in touch with these Commissions and through a representative obtain a hearing before any rule is made, which may place unfair conditions on the teaming interests. Here again is a field of activity for the Commissioner.

The National Convention has become a serious charge upon the members of the Local Association in whose city it is held. I believe that this is wrong and that the National Association should defray the expense of the Convention. Members who attend the Annual Banquet should purchase tickets for the same and thereby relieve the Local Association of its expenses. This is adopted by all the other national business organizations.

THE TEAM OWNERS REVIEW continues to be the official organ of the Association and is doing intelligent service in directing the attention of the public to the industry and as a medium for the team owner to discuss, through its columns, subjects of interest to them. We are so fortunate in having this periodical that we take it as a matter of course without fully appreciating how much it is to us, and our business. I desire to express on behalf of the Association our appreciation to Mr. Heinrichs, the editor of THE REVIEW, for the able manner in which he conducts it, and the liberal space he gives to the Association and its activities.

I cannot close this report without expressing my gratitude to the Vice Presidents for their valuable assistance and while there is no need of comparison, I should be untrue to myself if I did not say to you that in Mr. Frank F. Tirre, the Association has a most competent Secretary, prompt in his correspondence and courteous in his dealings with the other officers and the members of the Association.

Of our Treasurer I can speak only in the highest terms. He has filled this difficult office to the entire satisfaction of the members of the Association.

USE ONLY **U. S. HAMES**—THEY ARE STANDARD QUALITY.

The report of the president was received with enthusiastic applause, which lasted until it became an ovation for the popular "Goldie." When the cheering subsided T. J. Cavanaugh moved that the report be accepted, which motion was unanimously carried.

In the absence of a written report from Vice President Fay, that gentleman in a short address spoke of the work he had done during the last year in the way of obtaining new locals to join the National. He spoke of his success in Niles, O., as well as Canton. He endorsed Mr. Goldberg's recommendation for the appointment of a Commissioner. At the conclusion of Mr. Fay's remarks, which were heartily cheered, a motion was passed to have the speech spread in full upon the minutes.

At this juncture action was taken to present a loving cup to Mr. G. A. Probst of Chicago, as a token of remembrance and appreciation for the work he did while a member of the Association. Mr. Goldberg appointed the following committee to handle this matter: Hupp Tevis, T. J. Cavanaugh and W. H. Fay.

Mr. F. F. Tirre, the popular and efficient secretary, now submitted the following report of his work during the past year:

REPORT OF SECRETARY F. F. TIRRE.

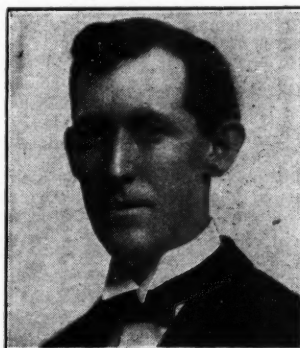
During the year just closed, this office has written a great many letters. In addition to sending copies of the resolution adopted at our last Convention on the Reciprocity question to all of the Honorable Senators and Congressmen at Washington, which were received and promptly acknowledged, the proper set of resolutions for our retired President and Secretary were prepared, framed and presented, the proceedings of our last Convention as well as the Constitution and By-Laws were printed and forwarded to the various Locals and a copy of the same distributed to all of the delegates and guests at this Convention. In addition to this we had some new charters printed, which was absolutely necessary and we adopted a design of (yours truly) for our letter heads, which can be readily changed in so far as the officers are concerned, leaving the plate intact. Besides this we were obliged to have an entire lot of new stationery printed, and altogether this office has been on the jump preparing per capita tax, report blanks, invoices for dues and considerable correspondence with our Local Associations, attempting to keep them out of the delinquent class, retaining in every instance a carbon copy for our files. Generally speaking, I fully believe the failure to remit the per capita tax is due more to oversight than otherwise.

It is my pleasure to report the names of Scranton, Pa., Niles, Ohio, and Geneva, N. Y., as new members of the National Association during the

past year. The exact number of individual additions I cannot give for the reason that I have no record or foundation to begin with and not having received complete reports from the Locals, no comparison can be made. Very few of the Associations report any new members to this office so you can readily see the difficulty in attempting to make an accurate report of our individual membership. At the present time we have 33 Local Associations.

I regret to report the death of one of our co-workers, Mr. Thomas J. Love, of Buffalo, N. Y. As is customary, proper set of resolutions were forwarded to the Buffalo Trucking Association and a copy sent to the bereaved family.

Much work has been done during the past year by your energetic President and ably assisted by the other officers he was successful through his untiring efforts to land the new associations named



F. F. TIRRE,
Secretary National Team Owners Association.

above. In this very able assistance was also rendered by our trade paper, THE TEAM OWNERS REVIEW, ably edited and always willing and ready to publish news pertaining to our business. As Secretary of your Association it has been my good fortune to learn of the value of this paper which can hardly be overestimated. Time and again its columns have been the means of distributing general information, not only to our members but also to Locals not affiliated with the National body. Little do we realize the importance of this and I would respectfully urge each individual member lending his support and good will to Mr. Heinrichs and THE TEAM OWNERS REVIEW. I wish to thank this paper personally and to bespeak on behalf of the order a continuance of its kind endorsement and support.

In conclusion I desire to ask for the prompt answering of any communication or request you may receive, either from a fellow team owner, Local or National officer. Prompt reporting to the National Secretary will bring additions to your membership. So much depends on this that I will not bore you with general recommendations. The purpose as originally outlined should be extended and every effort made by this Association to help improve local conditions, as well as assist the members in carrying on their work. This cannot be done unless the needs are known nor can it be done by narrowing the scope but rather

by widening it. Going forward will mean greater victories and in the end the securing of the justice that the districts have not yet attained. This cannot be done in a day but by gradually strengthening the organization, increasing its membership, it can be placed in a position where its demands cannot be refused. However, in order to accomplish this, or any other good, it is absolutely necessary to lend your officers your undivided support and loyalty. Attend to your local meetings, assist in securing new members for your organization, have your local secretary send a letter after each of your meetings to the National Secretary setting forth anything pertaining to our business, that may have caused your members a hardship and by so doing this office would prove to be a general information bureau and may at times be the means of preventing some law being enacted or some order imposed on you that may mean great loss to your members.

In accordance with Mr. Walton's motion the report was accepted.

Mr. McDevitt thereupon rendered a statement of the financial affairs of the Association, which was noisily cheered, because it showed the treasury to be in excellent condition and developed that the National Association now consists of 33 locals. The report was formally accepted. A motion to adjourn was offered here, but withdrawn in order to listen to the reading of a paper by Mr. T. F. McCarthy. (As a copy of this paper has not yet come into the possession of THE REVIEW, we will have to ask our readers for their indulgence. We hope to print it, however, in the next issue.—EDITOR.

The following exceedingly interesting paper of Mr. H. P. Thomson of Kansas City was read here:

Relations of The National and Local Association.

It is of prime importance to the Local that the National should devise and have laws, both Federal and State, passed in reference to a fair protection to the individual member from glanders and kindred subjects; to obtain legislation against the trap-car; to protect the Local from the influence and brow-beating methods of large corporations and combinations; to get equitable service from the railroads of the country; to see that the weak members get their equal rights; to teach the small team owner, that it is better to be one of a large organization and let the organization fight his battles, than for him to make an individual fight and probably be put out of business; to teach that all are striving for the same thing, a comfortable

living with a competence for their old age, that our competitors are honorable and want to be our friends; that in union there is strength, and lastly, of the opportunities denied the individual.

The questions discussed by the National must possess some inherent qualities of interest to the Locals, questions which can be taken from here and transplanted therein to be developed; otherwise, the interest of the Locals and individuals can only be stimulated artificially and will, at best, be short lived. The National must impress upon the Local the necessity of contributing sufficient funds in the way of dues or per capita tax to put the National upon a sound financial basis, so that they can give financial as well as moral aid to the weak in time of need.

The National must have these funds so as to send organizers throughout all the cities of the country, forming new Locals and getting everyone who owns teams interested in some Local or to become individual members of the National.

Should some individual member or Local ask and require aid would the National be able to help them financially? Would the officers be compelled to pass the hat around or ask for voluntary contributions from some Local or an individual.

The Local of large membership, in most cases would not be compelled to ask the National for such assistance, but it is the babe which the National must nourish, so that it may become a full grown Local.

It has been suggested that one of the best ways to get more members for the small Local was for the Local to obtain the National Convention and new members would be obtained. I might well say that the Local which is strong enough to carry one of these National Conventions as heretofore has strength and enterprise enough to obtain everyone of their city who would be eligible.

Quite a few of the older Locals are strong both financially and in membership, but a large number of our Locals are so very weak in membership and individual interest that they are not strong enough to get for themselves the benefits to which they are entitled, and nothing but the persistent efforts on the part of the National can help them get these benefits. The National must help the individual members of these weak Locals to keep on with the work which they have started, to get members interested in this work and to nurse them along until such time as they will not need any individual assistance. Someone may say: The National has done all it has been asked to do. That may be true, but does the mother do just the biddings of the child? All things necessary to keep the Local alive should be done by the National without the asking. None know better than the officers of the National the conditions which exist among the Locals, and where the Local is known to be weak, the National should step in and give all necessary assistance.

I find no fault with the past or present efforts of those whose hearts have been in the right place. There are members and delegates who have attended practically every convention held and who have not been in actual attendance at these meetings of the National, one hour each year. I'm telling you in plain language the conditions that have and now exist and what we must do in the

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

future. The National cannot be considered a young organization. She is nine or ten years old; time that we were known and if need be feared throughout the country. We must look the facts squarely in the face. The officers cannot make the National a grand success without the aid of the Local. Each member of each Local must be made to feel the importance of the National. The officers must have the confidence of the Local and be advised at all times of the actual conditions existing in each Local, so that they can manage the affairs of the National and give you a just and well governed body.

The prime objects of the officers of the National are to secure an efficient organization, to stimulate the individuals to do their best work, and work as one man.

These officers of the National want the co-operation of a competent board which will help originate a policy of administration for the National and subsequently direct its administration through these officers.

After the board of directors have promulgated a policy the best results of the administration can be obtained only by the frequent meetings and conferences of said board and officers, and as it has often happened, the officers and board of the National cannot meet as often as they should; probably not more than once or twice a year, and for this reason we should try the more to accomplish something of importance at this our annual meeting.

The officers appoint members out of our different Locals on important committees, and I dare say that in some few instances the members of these committees do not meet or correspond in reference to the subjects on which they should act, from the time of their appointment until our annual convention.

Would you care to invest money in any business in which the manager would pay so little attention and give so little thought?

In the future let us profit by our past mistakes, let us work to obtain more specific objects, work to obtain more Locals and gain a larger membership, work to make this an organization that any man would be glad to say, I am a member of the National Team Owners Association.

We have met for a few hours in discussion of questions, objects and aims on which our very lives depend; for a few hours of legislation for the weak and strong alike. Let us discuss ways and means to obtain the necessary results, so that when we meet again in convention, no man can ask, "Why should I become a member of the National Team Owners Association?"

It had been learned in the mean time, that Mr. L. Hammersmith of New Albany, Ind., Mr. W. Iring of Louisville, Ky., both well known team owners, were in the hall, and a motion was passed to give them the privilege of the floor. The same was proposed in favor of Mr. Cotter of Mansfield, O., but he could not be found about the hotel.

Mr. Goldberg now recognized Mr. Wetherby of the General Vehicle Company,

who had been requested to prepare a paper on the electric truck especially for this occasion.

The Electric Truck As A Factor In City Trucking and Delivery.

As I look about me, I feel very much in the minority. The horse is certainly much better represented than the motor truck.

I have no intention of attempting to reform the National Team Owners Association. In fact, after visualizing your splendid organization, I don't think any reformation is necessary. The old saying that any fool can criticize, is well put. A man who can only pull down what other good men have built up is a nuisance and should be treated as such. I trust that whatever criticisms I may have occasion to make of present trucking conditions and methods will be constructive and in a general way helpful to the large industry which you gentlemen so ably represent.



E. E. WITHERBY.

Some ill-advised friends of the motor truck have sought to magnify the possibilities of the truck by belittling the horse. That seems to me both bad logic and bad business. The horse is man's best friend to-day, as he has been for thousands of years. It is not the horse as a horse which is at fault at all. He is not the cause—he is the victim of our changed economic conditions.

The man who comes along and suggests a newer and better way of doing a given task is not always hailed as a benefactor. If the method he seeks to improve has been in vogue for eight or ten centuries then your new "prophet" has trouble ahead of him. Why has the motor truck after years of demonstrated efficiency made comparatively slow headway? Because it competes with and displaces the horse; our near neighbor who has done

this work for thousands of years. Because it is revolutionary—disturbing old conditions and methods of labor. I am not surprised that many team owners are prejudiced against it. They would be exceptionally optimistic men if they were not.

The first American motor truck was not taken seriously—but the idea grew and has developed a wonderful industry. *If an invention supplies some existing economic need it will survive, no matter how many at first oppose it.* It is not going to take the bread of honest toil out of your mouths—it is going to show you how to haul two tons of goods at the present cost of hauling one ton. It is going to cut costs so that work which is not now profitable will become so. You gentlemen will admit that another 25 per cent. increase in the price of horses and fodder will bring operating costs up to a point where you will need a magnifying glass to see any profits.

The motor truck is not a fad which is here to-day and gone to-morrow, it is the greatest factor of the day in the more economic transportation of goods. It was inevitable, simply because it can do what no other one agency can do—show us how to produce dividends in the face of present-day haulage conditions.

Generally speaking there are two kinds of motor trucks—those propelled by gasoline and those driven by electric current.

Primarily the electric is the city truck. It is the ideal truck for short hauls with frequent stops. There is less wear and tear on the electric in stopping and starting than with any other kind of power vehicle. It offers advantages also in the matter of drivers, the average teamster becoming able to operate it successfully in 48 hours. There is no danger from fire or explosion, and it is odorless and easier to keep clean. The item of cheaper insurance is also a factor when large fleets are operated.

On the other hand, the gasoline truck offers advantages for long hauls where high speed is necessary and some lines of trucking will doubtless always favor the gas car. Many firms use a mixed installation, the electrics for short-haul pick-up and delivery work and the gasoline trucks for the longer hauls with few stops. The American Express Company does this, using in New York City 106 electrics and 40 gas cars. There are several good gasoline trucks on the market and their makers are now giving more careful attention to the matter of selling their product where it will not disappoint the buyer.

The question of the proper speed and mileage

for a motor truck has confused many a bright business man. Well, speed is largely a matter of the number of miles to be covered in day's work. If you can get over the ground at 7 miles an hour it would be foolish to drive at the rate of 15 to 20. If there is one thing which has been absolutely proven in motor truck experience it is this: High speed means high depreciation. You can't get away from it and the thing for you to determine is this: Does the work demand it? In the city proper it certainly does not. How much more than 8 miles an hour can you drive a three-ton truck on a heavy traffic street. In the suburbs it's a different matter—if the roads are good, at least, and if your business is such that you can save the express charges which horse delivery now makes necessary you will probably be able to stand high-speed expenses.

The oldest electric trucks that I know of were manufactured in 1899. They were 1,000 pound wagons, however, and so may have little interest for the truckman unless their wonderful durability would appeal to him. The first 5-ton electric brewery truck was built in Brooklyn in 1901 and is still on the job. Scores of these built in 1902-4 for manufacturers and wholesalers, etc., are still working daily. So far as structural endurance is concerned no one can find fault with the oldest electric that plods along our streets.

But these early models were relatively crude and inefficient and naturally failed to satisfy all who bought them. The batteries were not what they are to-day and few had the knowledge or patience to keep them charged properly. Again, no consistent attempt was made to systematize routing and deliveries, so a 5-ton truck was often driven 6 miles one day and 30 the next—if it could make it. About that time too the electric began to be exploited by promoting companies and the industry got more or less of a black eye.

But as in the case of other inventions its hard knocks were the electric's salvation. To-day it is not only holding its own but vindicating the claims of its friends that it would one day predominate in city trucking and delivery. Within its proper field the electric has demonstrated that it can deliver goods more economically than any other machine, bar none.

Would you call a machine an *experiment* that has accomplished what the electric truck has done? Do you know what is doing most to convince the business men of our cities that the well built electric truck is a money maker? It is the old veterans of 1902-06 running side by side with the sim-

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

plified 1912 models. They can see with their own eyes the evolution—they *know* that every improvement in design and construction has been made for some good reason and adopted only after the most rigid tests. Not machine shop tests, road tests in a hundred different cities. Tests made under actual working conditions in many cases over a period of years.

In five years the mileage of the electric truck has increased fully 40 per cent., and this without increasing battery weight. Designs have been standardized and parts made interchangeable. But equally important from the standpoint of the buyer we have learned 100 per cent. more about proper care and operation. First costs have been lowered materially and maintenance guarantees are now available which limit the cost of replacement to a most satisfactory figure.

The recipe for making a motor truck pay is this: "Keep it busy." Why keep it down to horse wagon standards when it is a machine and so free from horse limitations? Reroute your deliveries, build proper loading platforms—keep your truck standing still as little as possible all day long. If you plan to do general trucking lay out a schedule just the same. Impress upon your customers the importance of co-operating with you in avoiding delays. In other words, speed up your work to meet the faster method of doing that work. Forget how you used to do it and make it worth while for others to do the same.

When department stores, express companies and brewers first began buying motor trucks some people explained it this way: "They can afford to do it—don't they charge it all up to advertising? They can stand the expense—I can't." Gentlemen, such talk is an insult to the business intelligence of thousands of bright men. There's nothing in it. The big firms are buying motor trucks, because it pays them to do so. They get a more dependable service, they make deliveries at less cost per package, they save money in drivers, in real estate otherwise devoted to stables, they make money "going and coming."

Some make the mistake of drawing invidious comparisons between the horse and the motor truck and throwing all the blame for present-day haulage conditions on the horse. That is altogether unfair. I say give the horse his due. He is only indirectly responsible for the granite blocks which shatter his hoofs, for high ground rents and his own short life in the city. He is no more liable to disease to-day than he was in 1812—it is his environment which is responsible for most of his increasing limitations. The increase in our population is what sends up the price of hay and grain as much as anything else.

As a matter of fact you can't really compare the

horse and the motor truck for one is an animal and the other a machine. You can only compare the *results* secured by horse units and truck units. Do that carefully and you will get somewhere.

Some lines of business progress faster than others. You will all admit that there has been very little improvement in the methods of hauling goods by horses in the last 100 years. Trucking is still more or less in a primeval condition. You have better wagons perhaps and devices for loading, etc., but the principle is the same as it was 50 or 100 years ago.

Of course, you Master Teamsters are not responsible for that—you have had to work with tools given you. Hardly anyone thought even ten years ago that we could improve on the time-honored methods of carting sand or delivering groceries. It's hard to realize, where the startling changes made possible by the self-propelled trackless vehicle begin and end. You have done what people have always done—when a horse died or was killed you bought another. You lumped your operating costs—made no profit and loss charges in lieu of depreciation on wagons, harness, etc. No one else did—why should you? That's why you simply can't believe some of the figures given you by truck salesmen as to the daily cost of your horses and wagons. Figure it up some day: Horse at 25 to 50 per cent. annual depreciation, harness 15 per cent., wagons 10 per cent. Hay, oats and other fodder so much—ground rents or their equivalent so much. Insurance and miscellaneous costs so much, and see where you stand. Then you can listen intelligently to the right truck salesman. Your figures will be different from your competitor's but they will help a lot.

The electric truck saves money over horses primarily because it will do the same work at less cost. A good electric has the lowest operating and maintenance costs of any commercial vehicle. Given good care it will last ten years and it should be in the repair shop only for its annual overhauling and painting. It will deliver approximately twice the load in half the time and do it more economically year in and year out than horses. The electric is independent of diseases, sunstroke or broken legs, and it never runs away. You can put an electric in one-quarter the stable space required for its corresponding quota of horses. You can take your electric on the docks, inside warehouses and private shipping stations, put it in an elevator and deliver or pick up goods on the tenth floor if necessary—in fact, it has all the flexibility of the horse wagon. There is no fire risk and no odor or dirt. You can equip it with a winch or hoist operated by its own battery and save—well enough to startle you compared to the old way of handling heavy goods.

Let us figure a bit. Suppose under favorable conditions two 2-ton electrics should displace four two-horse teams. There's two drivers saved right away. At \$12.00 a week this is \$1,248.00 per annum. That \$1,248.00, gentlemen, will pay over 6 per cent. on \$21,000.00, or enough to buy seven 2-ton electrics of the very best make.

You will notice I said "under favorable conditions." There are cases where it couldn't be done until the methods of routing were changed; but hundreds of 2-ton trucks are displacing four horses and doing more work in a day at that.

The greater working capacity of the electric has been demonstrated in thousands of cases. Wholesalers and retailers—firms in every line of trade find the battery-driven machine superior to the horse for city work.

If you were to ask me, if all motor trucks as now operated showed a profit over horses, I would have to say "No." But the fault is hardly ever with the truck—it is in the method of operation and care.

In buying an electric truck you first of all avoid high depreciation. Year by year non-electrics are being brought down to saner speeds. The National Association of Automobile Manufacturers is now considering the adoption of this commonsense schedule, and it will undoubtedly go through at even lower speeds.

It is important to keep heavy capacity motor trucks of all kinds down to about twice the walking speed of a horse. Then you won't have your truck in the repair shop twice a week. There are isolated cases, of course, where high speed warrants the high depreciation which attends it, as with perishable goods, newspapers and "rush" express matter. The bulk of deliveries, however, can be made on a schedule under 12 miles an hour and when it comes to moving machinery, coal, bricks, ice and similar commodities, the closer you can stick to 6 and 7 miles an hour the better for your pocket book.

Keep your truck busy! Every hour you allow it to loaf around, you are swelling operating costs and reducing your dividends. But keep it busy on a carefully laid out route. And be kind to it—give it the benefit of the doubt in an extra heavy load. Putting 3 tons on a 2-ton truck may make a few dollars more money for you to-day, but you've got to pay for it to-morrow. A "sprung" axle may take the truck off the road 3 days—a broken axle two weeks.

So far as electrics are concerned it is comparatively easy to keep maintenance costs down. In the first place, all the parts are revolving and give no vibration. The wearing parts are few and the bearings self-lubricating for months. It is prac-

tically fool-proof and even the battery is no great responsibility if commonsense is used in its care.

I could sell you a 1-ton electric operated for 5½ years at a total maintenance cost of \$1,509.00 for that period. About \$1.12 a day for parts replacements and battery and tire renewals. I could tell you how a New York brewer saved \$25,000 a year with 30 electrics and he now has 54. The same man released about 20 city lots simply by building a garage 75x100 as a substitute for a big stable and 3 wagon yards. Three years ago he had 170 horses. To-day he hasn't one. Even hauls his ashes away with an electric dump truck. There are scores of similar cases worthy of citation, if time would permit. Some of the economic possibilities of the electric truck are almost unbelievable.

The best truck to buy is the truck best adapted for your particular work. If you must go 100 miles in a few hours you don't want an electric, but if it can give you the mileage you need it will cost you less to operate and maintain, than the steam or gas-driven types. It isn't necessary for you to experiment with a motor truck for a period of years to see if it will make good. Others in your line and under conditions similar to yours have done that for you. Everyone knows that there are good gasoline trucks and dependable electric trucks. The high grade electric within the range of its operation is a money maker and accordingly it would be false economy for you to wait to determine the amount of the money to be saved (or made) to the last fraction of a cent before securing the benefits.

The subject aroused quite a discussion, and quite a lot of hot argument was injected into the remarks by some of the speakers. It was generally agreed, however, that the exposition of the motor truck had never been handled fairer, nor more impartially than the speaker had done. A motion was passed to have the paper spread upon the minutes and distributed.

After Mr. Chard had rendered one of his songs, which he especially composed for this convention and which were enthusiastically received by the whole assembly, Mr. Fay read a paper on "The History of Cleveland," which proved very interesting, demonstrating that Mr. Fay is certainly well acquainted with his home city and is also proud of it.

By this time the members of the various committees were seen returning into the hall, presumably because they had their work completed and were ready to make their reports.

The following resolutions were recommended and adopted:

That a Convention Committee be appointed and have full power to act in conjunction with the National officers as to where and how the future conventions were to be held.

That the appointment of a Commissioner be left to the officers, they to be guided in the matter by the financial resources of the Association.

Before the adjournment of the first day's session a paper was read by Mr. Brower of Cincinnati, which it is expected THE REVIEW will be able to present to its readers in a future issue.

President Goldberg congratulated the members upon the work they had accomplished already and he urged them to continue in their attention until the meeting closed.

THE SECOND DAY'S SESSION

After the group photograph had been taken on Tuesday morning it was about 10:30 o'clock before the session was called to order by President Goldberg, who called upon Mr. J. B. Phillips of the Goodrich Tire Company to read the following paper:

Economical Tire Equipment For Motor Trucks.

Experience has shown that, after the actual choice of the truck itself, the next consideration of importance is the tire equipment. The number of cases to which our attention is directed every day of trucks in which the tire equipment, although ample for that size truck in average service, is insufficient for that truck in the particular service to which it has been put, show us conclusively that the matter is not well understood by the average buyer. How many of you gentlemen here to-day realize that when you buy a truck, although the tires are part of the regular equipment, you actually pay cold, hard cash for them, and that this item represents approximately ten per cent. of the total, or how many of you appreciate this much more important fact that of the total cost of upkeep after the truck is in your possession from twenty per cent. up will be under the head of "Tires." Certainly it behooves you to consider your tire equipment at the time the truck is purchased.

In considering the subject of economic equipment the first question which presents itself is, naturally, what is the capacity of the truck? If the car is light, say one and one-half ton or under, bought with an eye to quick delivery, where speed or resiliency is preferable to absence of tire trouble, pneumatic would naturally be chosen. This choice

would be especially desirable in the delivery of milk or confectionery, or ambulances or on the "hurry-up" cars of large mercantile houses. The greater the tire resiliency the less jar will there be on load and engine. Opposed to this there is the danger of puncture or blow-out, of skidding on wet and muddy roads, and the greater tire delicacy requiring more frequent renewals. But as most small trucks are little more than pleasure car chasses on which truck bodies have been built, the general advice is for the use of pneumatic tires, selecting, of course, one of the special pneumatics built and guaranteed for truck use only, a tire built for service and not speed.

When we reach the field of the two-ton truck, however, we find that general practice bears out the belief that solid tires are a necessity, and this, as I said at the first, opens for discussion a subject of many phases.

To begin with, of what design shall the tire be? There are many on the market to-day, but the steel-base tire stands out above them all. Its evolution has been coincident with the evolution of transportation facilities. The tire meant for small hand cart service was not heavy enough for the light wagon and the tire increased to carry the light wagon was insufficient for service on the heavy van. In the same way, the tire built for the light car will not give the mileage on the heavy truck. The reasons for the success of the steel-base tire are obvious. At the base you have steel against steel, insuring against friction. The tire wears by road abrasion only; there are no internal retaining wires, no flanges cutting into the tread, no side wires, all of which in heavy truck service cause internal friction and ultimate wear on the base of the tire, necessitating its being "scrapped" as old rubber while there is still good mileage in the tread. With a tire of the steel-base type the tread may be completely worn down—I have frequently seen them this way after fourteen or fifteen thousand miles service—with the hard rubber sub-base showing, but the tire as firm on the wheel as the day it was first applied. In other words, there is no *lost motion*; to borrow an expression, undoubtedly very familiar to you all, the steel base tire "leans right up in the collar and pulls." There is no possibility of "throwing" a tire of this type—it is on to stay until you yourself decide to have it renewed, and the date of this renewal may be set several weeks in advance. But the question is not settled with the decision as to design. While of lesser importance, the matter of the compound of the rubber must not be overlooked. This is best illustrated by considering the tire equipment for an electric truck. Much has been written and said on this subject. It is the contention of one side that the tires for an electric truck should be chosen for their resiliency and not for their ability to give mileage. The other side accentuates the mileage and overlooks the effect of hard tires on the car itself.

Another point of importance, the inclusion of which will no doubt surprise you, is the shape of the tire itself, the actual contour of the tread. The road conditions of Europe which are so much better than those in America have permitted the use of straight side or hemispherical shapes, the use of which has not been highly successful in this country. The straight or semi-circular shape induces bulging on the sides when the truck is heavily loaded, and chipping of the tire is the result. After exhaustive tests with all shapes the most progressive tire manufacturers have adopted the

duplex-curve contour with the fairly flat tread, as the most economical for American conditions.

Let us consider as of next importance from the standpoint of economy—the sectional size of the tires with which your truck should be equipped. My advice to you is to take the table of carrying capacities published by the various tire companies and to study your case carefully. There is no allowance there for *overload*. Believe me, the most expensive word in the vocabulary of the truck owner to-day is the word “overload.” The motor truck tire is a delicate piece of mechanism, and while perhaps not requiring the care you have given the horse, will nevertheless repay all care given it. Take an elastic band and stretch it, apparently it returns to its normal size when released. But stretch it too far and it is ruptured so that its elasticity is lost. Reverse the operation, compress a piece of rubber beyond its ability to resist and you destroy it. Just the same high grade of gum goes into the truck tire as into the elastic band, and the effect of abuse will be the same with both. The unfortunate truth is that most cases of destruction are absolutely unintentional. The owner does not realize that roughness and unevenness in the roadbed will result in the load being carried by a portion of the tire. That tire is then overloaded. There are other ways in which a tire can be overloaded unintentionally. For example, the matter of load distribution. A truck is built to carry a load divided say 60 per cent. rear and 40 per cent. front, but, while the total load may not exceed the capacity, it may be so distributed that one is overloaded while the other is not carrying its quota of the load. Again there is the case of the truck used on hilly roads, the tires of which are of correct size for the capacity and the load distribution of which is correct; the steepness of the road has, however, thrown the center of gravity forward or back and for this reason the front or rear tires, as the case may be, are carrying more than their share. If not carried to extremes the wider the tire, the more economical it will be. It naturally follows that the large diameter wheel is preferable to the small, for not only does it lessen the wear on the tire by decreasing the number of wheel revolutions in a given distance, but it lessens the jar from road obstacles and also lessens friction when the wheel is being turned out of a rut. Let me call your attention to a European custom, which because of its apparent economy, I feel will soon be given more consideration in America. I refer to the use of the *trailer*. With the teamster or contractor the advantages of the small cart can be retained by the use of the tractor and the trailer or series of trailers. It is important to remember, however, that this system means increased traction on the rear tires of the tractor and that economy demands the use of tire equipment of greater sectional width than would ordinarily have been applied.

As to the type of tire to select, this is a matter to be decided for each particular case. A general ruling might be that the endless tire has been found to be more serviceable than the block and that the demountable type when built along correct mechanical lines and embodying the same continuous steel to steel feature as the pressed-on

tire will be satisfactory and is advised for the equipment of the truck stationed away from the service centers. But whatever the type, be sure that it is standard—S.A.E. standard—by which is meant, built according to the dimensions adopted by the American Society of Automobile Engineers. The economy of standardization needs no argument. Should it be decided best to increase the tire width, no wood work is necessary; should one type tire be unsatisfactory, the standard wheel allows the application of a different type without rim change; on S.A.E. standard wheels the block and demountable types of tires are interchangeable without wheel change or separate flange equipment; should the owner desire to change.

This and an address by the representative of a motor vehicle company again called for spirited discussions from many of the delegates, who were so strongly in favor of the horse that the mere suggestion of the power wagon awoke their ire. However, the arguments eventually subsided, and the resolution for the adoption of a general annual “Tag Day” to benefit the horse, was called up and passed. The sense of this resolution is, that hereafter every local team owners association affiliated with the National shall, on the first Monday in June hold a “Tag Day.” That the proceeds of the “tags” shall be turned over to the local Humane Society with a view of having the money used in the benefit of the horse. The city of Philadelphia held such a Tag Day this year, and it proved eminently successful.

The next matter which now came up for discussion was the subject of “Tail Board Delivery.” As every team owner knows there exists a custom at the freight stations in many cities according to which the team driver on arriving at the freight house for a consignment of goods is compelled to hunt for the different packages himself without any assistance from the railroad employees. The effect of this has often been the loss of goods and other damages, all to the disadvantage of the team owner. However, in some cities the team owners, through their local association, have succeeded in persuading the railroad authorities to give them “tail board delivery,” that is to say, the railroad furnishes the help to deliver all goods to the tail board of the

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truck. The benefit of this is obvious, and it is equally plain and common sense, that such a custom works to the advantage of both, the team owner as well as the railroad. For example, the city of Buffalo has always had it. The city of St. Louis has had it for some time. Also some of the railroads in Chicago have accorded it. At the end of the discussion a resolution was adopted to work for its general introduction everywhere.

Another resolution passed now of vital importance to team and horse owners was embodied in a telegram and dispatched to the Democratic Convention at Baltimore asking the platform committee to introduce a plank prohibiting the practice of dealing in "futures" in hay, straw and grain.

A similar resolution was passed and sent to the President of the United States asking his co-operation in the abolition of that practice, which at the present time has a pernicious effect in raising the cost of feed.

A resolution was also passed instructing all local team owners associations to co-operate in the protection of the horse with all local Humane Societies.

Mr. John P. Ruston was here recognized by the chairman and he made an address on Humane Devices for Horses, in which he emphasized a shaft spring.

It was now after dinner. A delegation from the newly-elected Canton Association arrived and amidst the greatest applause was given the privilege of the floor. The same was also granted Mr. E. Foster Morton of the Detroit Cartage Association.

By this time the Committee on Nominations signified its readiness to report. The nominations for officers were read and the convention proceeded to an election, which resulted as follows:

President—Isaac Goldberg, New York City.

First Vice President—W. H. Fay, Cleveland.

Second Vice President—D. A. Morr, Kansas City.

Treasurer—W. D. McDevitt, Cincinnati.

Secretary—F. F. Tirre, St. Louis.

Board of Directors—J. H. Sheahan, Philadelphia; N. Ratty, Chicago; E. R. Coffee, Milwaukee; P. Strelau, Dubuque; W. L. Hines, Des Moines; C. H. Moses, Trenton; P. J. Abel, Buffalo; C. Gleason, Philadelphia; J. W. Parkins, Youngstown, O., and W. J. Colohan, Chicago.

This practically ended the business part of the convention, although before the final adjournment resolutions of thanks were adopted in favor of the Cleveland Team Owners Association and the Ladies Auxiliary Association for their hospitality and the exceedingly cordial manner in which they had entertained the delegates and guests of the convention.

Entertainments.

It will be recalled by the readers* of this paper that THE REVIEW, after Cleveland had been selected for the convention, predicted a year ago, that the choice had been a good one and that the members of the Cleveland Team Owners Association would set a new high mark in the manner of hospitality and entertainment. While we do not claim any laurels as a prophet, we call attention to this prediction with pardonable pride, because the Cleveland meeting certainly verified THE REVIEW in its statement.

Of course, Cleveland is renowned as a convention city. It has the attractiveness and the room for entertainment, but above all, its denizens have that peculiarly characteristic faculty of knowing how. In this respect it would seem that among the team owners of Cleveland this characteristic is unusually strong in evidence. The result was that each delegate, guests and friends were literally overwhelmed with the most pleasing attention from the moment they arrived until the hour when they "reluctantly" departed.

The special features of the entertainment were the trip to Euclid Beach on Monday night, the Banquet on Tuesday night, the boat ride to Put-In-Bay on Wednesday, and last but not least, the lunch given on Thursday afternoon at Idlewild Park by the Becker family to those few who had been, fortunately for them, detained in Cleveland until that time.

It would be like "carrying coke to Connells-ville" to give all the delightful details of these features of entertainment, but we feel that the committees of the Team Owners Association, who had charge of the convention, must be mentioned by name, although they deserve to have them inscribed in letters of gold. Here they are:

OFFICERS.

President, W. H. Fay; First Vice President, C. O'Brien; Second Vice President, R. B. Hanna; Secretary, C. F. Becker; Treasurer, D. F. Bevington; Sergeant, C. Dehm.

Press Committee.—C. F. Becker, R. M. Andrews, R. B. Hanna.

Finance Committee—D. F. Bevington, C. O'Brien, John Thomas, R. B. Hanna.

Information Committee—W. J. Becker, W. B. Inman, W. F. Peters, J. M. Long, A. Kammerer, Herman Weiler, C. F. Becker, L. Kalb.

Delegates and Guests—J. Becker, W. W. Toot, L. B. Greenleaf.

Reception Committee—A. W. Neal, Wm. P. Longley, W. J. Norris, John Becker, W. F. Peters, C. Dehm, H. Shultz, E. L. Abbey, Charles O'Brien, Herman Weiler, W. Becker, Arthur Johnson, A. H. Greeley, A. Kammerer, R. B. Hanna.

The Ladies Entertained.

However, the ladies of Cleveland are not one bit behind the sterner sex when it comes to the art of entertainment; indeed, if there were room, or if it were not impolite to differentiate, the ladies would probably carry off the palm. They gave shopping parties, lunch parties or automobile parties, while the delegates held their business meetings, and to quote one of the ladies—the wife of one of the Cincinnati delegates—"We have all had the most delightful time of our lives." The following were the ladies' committees:

Mrs. D. F. Bevington, President; Mrs. R. M. Andrews, Secretary.

Entertainment Committee—Mrs. C. F. Becker, Mrs. H. Weiler, Mrs. W. W. Toot, Mrs. Wm. Becker, Mrs. H. Latimer.

Banquet Committee—Mrs. John Becker, Mrs. W. F. Peters, Mrs. C. O'Brien, Mrs. C. Dehn, Mrs. Shepard.

Program Committee—Mrs. A. J. Keyser, Mrs. R. J. Francis, Mrs. S. H. Cavin, Mrs. A. Kammerer.

Reception Committee—Mrs. D. F. Bevington, Mrs. R. M. Andrews, Mrs. E. L. Abbey, Mrs. W. E. Bailey, Mrs. C. Cole, Mrs. W. J. Norris, Mrs. W. Longley, Mrs. C. Trinkner, Mrs. H. G. Armbruster, Mrs. A. H. Greeley, Mrs. W. B. Inman, Mrs. R. Hanna, Mrs. W. H. Hatch, Mrs. M. D. Pettingale.

McCarthy Called Home.

A general regret and feeling of sorrow manifested itself throughout the convention when T. F. McCarthy announced that he would have to leave for home on account of the sudden death of his business partner, Mr. E. H. Gallagher. While all felt sorry for Mr. McCarthy's absence, this sorrow was greatly intensified by the cause thereof. Mr. Gallagher was well known to many of the delegates, as he had been an attendant at several previous conventions, and he had made many friends by his pleasant disposition and his sterling character. As far as New York is concerned, his demise has created a void in the membership of the Team Owners Association that will be sadly in evidence for a long time to come.

Mr. Eustis Sends Cigars.

Mr. Eustis of Minneapolis, who has been an attendant at many previous conventions, was unavoidably prevented from coming to Cleveland, but to show his many friends that he remembered them he sent cigars for the crowd. Of course, the cigars were acceptable, but everyone said they had sooner seen Mr. Eustis and his perennial smile.

Convention Notes.

By the way, Mr. Bevington gave us a nice automobile ride, and as an expert handler of that kind of vehicle, he is all there.

It took John Clark of Cincinnati until Thursday afternoon to find one, but when he did it was a whopper. What was it? Oh, just a snake.

We venture the assertion that in the Becker family, Cleveland possesses the greatest asset in the entertaining line of any city in the Union, and we do not require any affidavits to substantiate this fact.

This is the year for the progressives, and the spirit was ever evident in the convention. What is the use of kicking against the motor truck? It is here to stay, and a mighty good thing for the horse it is.

After the business end of the meeting was over President Goldberg walked around with a smile that "would not come off," and no wonder "did anybody ever preside over a more successful convention?"

G. A. Tasker, the "diminutive" representative of the Quaker Oats Company of Chicago, was a guest at the Cleveland meeting renewing old and making new acquaintances. Mr. Tasker always receives the smile of welcome.

Mr. Radcliffe, the energetic secretary of the Grand Rapids Team Owners Association, was a late arrival, but he was nevertheless made welcome. Mr. Radcliffe is a live wire and he always gets there somehow, someway.

Mr. A. Chard of Chicago has certainly endeared himself to all conventions by the limpid touch of his poetic muse, as well as his sweet and sympathetic songs. Without him, team owners' conventions would indeed be incomplete.

The representative of the Bilger Piano Truck Company of Souderton, Pa., was a visitor at the Cleveland convention, and he found

many opportunities of presenting to the delegates the various features of merit in the Bilger piano truck, which aroused great interest.

That Banquet was certainly a dream of delicacies. And by the way, the innovation of having no speeches, but instead an entertainment of moving pictures and vaudeville attractions was an excellent idea, which well deserves thoughtful consideration for future banquet committees.

WORK HORSE PARADE.

The New York Work Horse Parade was held on last Decoration Day and over two thousand equines assembled at lower Fifth avenue, passing up to the reviewing stand in Madison Square Garden. There were 68 classes in the parade, which was the sixth held in New York City.

The Boston Work Horse Parade Association gave its annual exhibition and parade in Boston under the most successful auspices and this year's event was generally pronounced to be the most interesting held yet.

The Pennsylvania Work Horse Association conducted the annual parade in Philadelphia this year. The parade moved from Green street entrance into Fairmount Park to the reviewing stand. It was an exceedingly fine exhibit with a large representation of some of the finest work horses in the city. Members of the Philadelphia Team Owners Association were largely in evidence. "Andy," a horse 37 years old, was a feature of the parade.

MULES QUEER IRON MINE.

The Drumbheller iron mine of Jacksonville, N. J., has been closed, as a whooping cough hospital. Hundreds of children sought treatment there because of the sulphurous atmosphere. A group was taken into the mine recently. They began to cough. The noise scared the 12 mules, who broke from their halters and dashed into the tortuous passageways. They were not found until three hours later.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY

THE FEAST OF THE MANITOU.

Murmuringly the waters rippled,
Softly shone the smiling sun;
And the breezes fluttered sprightly
Floating on Lake Michigan.

Soberness reigned all supremely
And quiescence held her sway
On the waving, whirling waters,
Tranquil in Chicago Bay.

There it was one June day morning
Stood the Peerless Manitou.
Manitou, the grand, majestic,
Father of the Redmen's Races.

Ruler, grave and wise and hoary,
Of the Indian tribesmen's glory.
There stood Manitou,

Deeply thoughts profoundly pondering,
And anon would fall to wondering
Where might be the children wandering.

And the waters rippled onward,
And the sun shone on and on;
And the breezes fluttered further
On the placid Michigan.

Suddenly, all unsuspecting,
Tore a tremor through the welkin,
Tore a tremor through the stillness—
Fearful, fierce and sharp, foreboding
Some impending insurrection,
Signaling advancing terror,
Heralding a fearsome clamor.

Thus the discord's noisy horror
Smote the senses of the Father;
Smote the ear of the majestic
Ruler of the Redmen's Races,
Grave and Peerless Manitou.

Fretful he tore at his moorings,
And he scanned the wide horizon
For the cause that made the noise on
The silent morning air.

And behold, the mighty crush
Out of Randolph, Lake and Rush,
Dashing pell mell through the distance,
Never minding river, bridges,
Clambering boldly over ridges,
Straightway for the seat of splendor,
Straightway, where in silent wonder,

Stood the Peerless Manitou,
Father of the Redmen's Races,
Ruler, grave and wise and hoary,
Of the Indian tribesmen's glory.

And in tones that loudly thundered,
For there were beyond a hundred:
"Manitou," they cried, "thy children
Are the tribe of Movers;
Movers of the good and bad,
Movers of the gay and sad,
Movers of the poor and rich,
Of the King and Czarewitch.

Then the wise old Manitou
Looked approvingly around him,
At the throng that did surround him;
At the tribe of moving movers.

There was High Chief T. A. Jackson,
From his wigwam in the sunset;
R. J. Wood, the glad hand, whose tepee of
Solid logwood bears the name of good old Abe;
F. L. Bateman, who like Socrates of Greece
Wears a blanket weft of Wisdom,
Like a cloak or Golden Fleece.

Turner of The Tuscaroras,
Leonard of the wild Apaches,
Morris of the Mohawk country,
Cummings from below the Lakes,
Glenn the wily Chippewa, and the
Cunning Jimmy Keenan from the Smoky Seneca.
Cotter, Vail, Fox and Radcliffe,
Stockton, Emerson and Kent,
Hebard, Redman, Teeter, Phillips,
Mills and Bekins without end,
E'en the phantom Seminole, Delcher, came
From out his Sunny Shoal.

All these chiefs, their heads bowed lowly,
Neath the gaze of Manitou.

And the grave and silent father,
Ruler of the Redmen's Races,
Smiled encouragingly about him
At the tribe of Movers' Faces.

"Boys," said he, "I am glad to see you,
Come within my wigwam's walls,
Come, lay down the arms of warfare,
Hang your bowsprings in the halls.
Come and quaff my soothing nectar,
And enjoy the pipe of peace,
While sweet song and music's actor
Render to you piece on piece.

Thus the tribe of Movers entered
And for three short, blissful days
Did they bask beneath the sunshine
Of the good old father's grace.
Did they revel in his richness?
Did they linger in his bosom,
And the bonds of blessedness?

Murmuringly the waters ripple,
Softly shines the smiling sun,
And the breezes flutter sprightly,
Floating on Lake Michigan.

Moored and fastened to his anchor
Stands the Silent Manitou,
Manitou the Grand, Majestic,
Father of the Redmen's Races,
Ruler of the tribesmen's glory;
Who will ever more remember
And recall with thought of joy,
When he entertained the Movers
Of the tribe of Illinois.

HEAVY DAMAGES.

John Weidman, a driver for the Hammer-smith Transfer Company of New Albany, Ky., was recently awarded \$6,000 damages against the Louisville and Northern Railway and Lighting Company of Louisville, Ky. Weidman, while driving a wagon, was struck by a bridge car and sustained permanent injuries.

WHAT DOES IT COST TO RUN A HORSE PER DAY?

The cost of keeping a draft horse and the cost of operating a business wagon or caravan, would seem to the man not in the drayage or express business as a very simple problem, and to many in the business it may also seem simple, but when there is such a disparity of ideas that some of the oldest and shrewdest men in the drayage business in Boston have been known recently to let a high paid driver and pair of valuable horses and caravan, with all the equipment that goes with it, at a price

it does cost to keep a horse per day, and as to what the lowest fair working value of a one or two-horse truck per day is, that a few men in the business recently invited Mr. W. H. Jarvis, of Jarvis, Crawford & Co., Certified Public Accountants, to address them and give some of his experiences and observation from auditing different trucking businesses.

Mr. Jarvis spoke to a most interested audience for about an hour and after that stood a running fire of questions, all of which were answered in a good spirit, and evidently with satisfaction to his hearers.



Photo by the Miller Studio of Cleveland.

THE CLEVELAND

ranging from \$6.00 to \$7.00 per day, and where other men in the same line of business, who certainly would not ordinarily be rated as among the more shrewd, are letting a similar team for \$10.00 per day, it seems as if there must be a woeful lack of understanding in some quarters as to what it costs to run a truck.

There has been so much friendly discussion in the Team Owners Association among the hundred or more prominent men identified with the trucking trade in Boston, as to what

He made a few remarks that certainly were very illuminating to his hearers. Some of these points seemed rudimentary, but the writer was impressed with the fact that many men who have spent their lives in the business, do not, until it is specifically called to their attention, realize what Mr. Jarvis brought out very clearly. To start with, there are 365 or 366 days in a calendar year. A horse, to take the horse as a unit, must be fed, housed, maintained and cared for during the 365 days, but to get his earning capacity, excepting the

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unusual occasions of a few Sundays or night work, there should be a deduction of 52 days for Sundays and 9 for holidays (61 days), leaving 304 effective days. This is actually a reduction of 16%, or $\frac{1}{6}$.

Further, for illustration, a large drayage business of just 200 horses, must, of course, have from 4 to 6 driving horses for the use of managers and foremen in properly directing the work. There are spare horses or sick horses, which would bring the total of unproductive horses up to about 20, that is 10%. Now, these driving horses must be fed and

day. What it actually eats is \$.66 at present prices, and the rest is added as his proportion of that food eaten by the idle horses, the sick horses, and that proportion of the holiday divided up on to the working day.

A two-horse team, where the driver gets \$15.00 per week, would figure out at the start as follows:

Driver's pay per day\$2.50
Each horse fed per day in the street (.90) 1.80

Mr. Jarvis then produced a tabulation which he had worked out from a large drayage concern, showing eleven other items, many of



ND CONVENTION

cared for, as well as the sick horses, and this takes off 10% more from the $83\frac{1}{3}\%$ left, which would leave exactly 75%. Therefore, if it costs, as it does at present, \$19.87 per month to feed a heavy draft horse, and there are 200 horses in the stable, it means an expenditure, at present prices for oats, hay and other feed, of \$3,974, and to get the cost of keeping one draft horse effectively in the street per day, divide by the number of horses, and make an allowance for holidays, and this would be \$.90 per horse per day, from which you must not jump to the conclusion that anyone claims a horse actually eats \$.90 worth of feed per

which would be brushed aside by a practical man when he figures on the back of an envelope the cost of running his teams by putting in about four items.

It would seem from the following table that any man that thought of letting a truck for \$8.00 a day or less is cheating himself, and if he will look over these twelve items he will claim as he owns his stables, he does not have to pay stable rent, and as he puts his own time in, perhaps, working 15 or 18 hours per day, he is saved manager's salaries; but is that an intelligent way to run a business, and is not the important business of transporting through the

streets of a city like Boston millions of dollars' worth of costly goods and the largest amount of wool handled in any city in the world, with the possible exception of Liverpool, worthy of a position that will permit at least a 6 to 10% return on capital actually invested, and a few hours' release from business cares for those employed in this most responsible calling?

COST OF OPERATING SINGLE AND DOUBLE
TEAM IN BOSTON.

	One Horse Team	Two Horse Team
Driver's pay per day	\$2.00	\$2.50
Feed per working horse per day. .90		1.80
Rent and stable expenses per horse per day .....	.31	.62
Shoeing and small repairs per horse per day .....	.19	.38
Claims, accidents, tolls, etc. ....	.18	.36
Foremen's and lumper's pro rata. .18		.36
Other helpers per horse per day. .20		.40
Repairs, harnesses, and painting. .13		.26
Manager's or Superintendents' salaries per day .....	.10	.20
Office rent, telephones and clerks .31		.62
Miscellaneous, veterinary, etc.... .24		.48
Fire and accident insurance..... .08		.16
Depreciation for renewals of horses .....	.20	.40
	<hr/> \$5.02	<hr/> \$8.54

This figures out \$8.54 for a two-horse truck kept up to standard in a good business.

SWAT THE FLY.

An unusual application of electric fans, installed in Marion, Ind., suggests an opportunity that may well be profitably developed in any city. The Marion Light and Heating Company succeeded in interesting the owner of a large livery stable in that city in the value of a cool and fly-free stable. It secured the installation of a line of shafting down the length of the stable over the runway, between the stalls, and to this shaft was attached a series of fan blades and ribbon streamers, serving the purpose of keeping the air in circulation and scaring the flies.

It was found that the small expense entailed for power was more than justified by the influence of the equipment on the horses during the extremely hot weather. Instead of standing up all night to fight flies the horses were able to lie down in peace and the natural result was a better day's work from each horse.

CLASSIFICATION No. 51.

Western Classification No. 51, issued to become effective with February 15, 1912, by reason of the very large number of increases in ratings and a general protest on the part of the shipping public, was suspended by order of the Interstate Commerce Commission, to afford the Commission an opportunity to make a suitable investigation of the issues involved. It being impossible to terminate the investigation within the period prescribed in the first suspension order as hearings had to be held at various points in the West, the Commission has entered an order further suspending the operation of Western Classification No. 51 until December 14, 1912.

A WAREHOUSEMAN'S WEDDING.

On Wednesday, June 26, Miss Daisy Cooper of Denver, Col., was married to Merle E. Turner, son of Mr. George Turner, the well known president of the Turner Moving and Storage Company of the same city.

MR. SWAIN'S ADVICE.

Inclosed find our check for \$1.00 for year's subscription to your journal for the ensuing year. I also wish to congratulate your editor on the last year's issues, as each issue has many valuable suggestions to team owners.

No team owner should be without your service and should read each number carefully for I believe it will be the means of saving several dollars each year to the careful reader.

SWAIN-FARMER Co.,

C. L. Swain, President.

Cool business calculation teaches that there is no money in starving a horse.

WAREHOUSEMEN'S CONVENTION

The members of the Illinois Furniture Warehousemen's Association held their sixth annual meeting and summer outing on June 22 to 24. They chose for the scene of their deliberations the steamer Manitou of the Northern Michigan Transportation Company, which had been chartered for the purpose.

The members and guests composing a party of over 100 assembled at the steamer's dock in Chicago on Saturday morning. The hour for departure had been set for 9:30 o'clock, and when the hour arrived all but a few stragglers were on hand. Mr. George Turner of Denver, who had been a regular participant on these occasions, was there as usual, but he had no idea of taking the trip, because a private matter—nothing less than the wedding of his son—made his presence at home imperative for Wednesday, June 26, and he felt that he could hardly make this trip and be in Denver on time for the wedding. However, the matter was quickly settled for him by his friends, who evidently felt that the outing without him would not be complete. As a result he was detained by gentle, but nevertheless irresistible force, and Mr. Turner came along.

It was a beautiful morning as the peerless steamer glided from the moorings out of the dock and took her course for the North. Quickly the staterooms were assigned, and after the baggage had been stowed and the clothing changed into comfortable, seagoing accoutrements, all appeared on deck. Formal greetings were now indulged in by old friends and acquaintances, while those who had hitherto not been fortunate enough to have been one of these trips, were made welcome. Indeed, it was not long before everyone seemed to feel at home among friends. The day was spent according to the pleasure and inclination of the travelers. The time flew by as the Manitou swiftly pierced the waters. "First call for lunch" found everyone ready with an excellent appetite to do justice to the ample

provision of the luxurious cuisine of the ship's larder. In this respect nothing was left to be desired, and the favorable comments were general.

In the evening "Johnsing's Mastodon Minstrels" rendered a "recherche" program of entertainment consisting of singing, dancing and other delightful diversions. It would be unkind to say that one member of the troupe excelled the other, when it is true that as an "ensemble" they were indeed all to be praised.

On Sunday morning the boat arrived at Charlevoix, where a stop was made for an hour. This gave all an opportunity for a walk, while Mr. Radcliffe of Grand Rapids grasped the chance to indulge in his unconquerable passion for exercising his piscatorial expertness. Sad to relate, however, he caught no fish, although the fault surely was not his. A short run southeast brought the party to Harbor Springs, where another stay was made. Here a frightful amount of money was spent in postal cards and gallons of ink were used to inscribe greetings to the dear ones at home and abroad. It should not be omitted to state here that Harbor Springs gave Mr. Vail of New York a chance to display his versatility as a "Jehu" by driving a "four-in-hand" around the streets of this delightful place. Those who participated in this drive pronounced it a treat, although it was noticed all gave a sigh of relief when they safely landed from the carriage.

Mackinac Island was reached at 3 o'clock in the afternoon. As a protracted stay had been arranged for this picturesque resort the program of entertainment was correspondingly extensive. The drive around the island to all the points of interest was the "headliner" on this program, and it was greatly enjoyed by all except Glenn of Buffalo, Lester of Toronto and some others, whose carriage broke down before it got well started, which necessitated changing conveyances "amid stream" as it were, with the usual results.

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Much might be said about the ball game, which was indulged in on the island, but as ball players are notorious for their peculiar sensitiveness, it may be well to "draw the curtain" and merely state that the score ended in a tie of some 40 runs or more.

There were many other diversions called into requisition by members of the party to while away the time on the island until the Manitou was ready to leave, not the least exciting of which was one necessitating the purchase of a souvenir at 25 cents a head. In

blew for not a few, all too soon. The run from Mackinac Island to Milwaukee, where the boat landed about 6 o'clock on Monday afternoon, was made without a stop, and all were glad to get again on terra firma. Not because they had not had a good time, indeed it could not have been improved upon; but everyone was longingly looking forward towards the banquet, which had been arranged to be held at the Hotel Pfister. When the boat docked three "Hebard Tally Ho" coaches awaited the party to take them for a drive



this play, if such it might be called, Messrs. Vail, Leonard and Latimer covered themselves with great glory, while the lady in the story carried off the cash.

Owing to the fascinating attractions possessed by the island in various forms and colors it was difficult for many of the younger and enthusiastic members of the party to tear themselves away, nevertheless the Manitou had no sympathy and the whistle for departure

through the residence section of Milwaukee, which was greatly enjoyed, as evidence whereof the reader is referred to the genial, pleasant-looking countenances in the accompanying picture. It is to be regretted that it was impossible, for lack of space, to reproduce the photographs of the other two coaches, and the writer hastens the assurance that all were equally good.

It must not be forgotten to make mention

here of the fact that Mr. Morris of New York, was upon the arrival of the party at the Hotel Pfister, thrown into ecstasies of supreme happiness by having a telegram handed him apprising him of his most recent possession "a new boy." Mr. Morris, his heart bubbling over with pardonable pride, made a general announcement of this news, and then "he was reminded of another story."

About one o'clock the Manitou left Milwaukee and landed on Tuesday morning, the entire party safe and sound, at the dock in Rush street, Chicago, where they dispersed, each and everyone feeling that for giving a Summer outing, the Illinois Warehousemen's Association is in a class by itself.

A correction is in order here. The party upon its arrival in Chicago was without Mr. Turner, who had left the boat in Milwaukee the night before to catch a train and thus keep his appointment at the wedding in Denver, which, so we are informed, he kept.

THE BUSINESS SESSION.

It must not be imagined, however, that the trip was all pleasure and jollification. On the contrary, 10 o'clock Monday morning found all the members and guests ready for business, if you please.

After Mr. Le Moynes, the retiring president, made a few opening remarks, President Jackson delivered the address of welcome, in which he congratulated the members upon the prosperous condition of the association. Thereupon Secretary Wood read the annual report, which showed the organization in a flourishing financial aspect and the membership growing.

The first paper was read by Mr. John Bekins on "Co-operation" and then a discussion was held upon the subject: "Should there be a uniform price for storage, cartage, labor and materials?" Mr. J. D. Dunn of Detroit read a paper "Damages vs. The Furniture Warehouseman," which was followed by the discussion of "How have trade unions affected the warehouse business?"

Mr. S. C. Blackburn's paper handled the subject of "Office Removals," and Mr. Charles

G. Wightman, Jr., "What responsibility should a warehouseman assume for storage of unpacked goods?"

This closed the morning session, the business after dinner being conducted until 5 o'clock, including the following: Discussion: "What is the best method of booking moving orders?" "Store room doors," was the title of a paper read by Mr. W. H. Barry. "The value of high character in warehousemen," was made the next subject of discussion, while Mr. G. H. Shephard read an address "Paper," and Mr. Thomas A. Jackson "The Motor Van." The session closed with the discussion "Is the Motor Van a financial success from the warehouseman's standpoint?"

(As it is obviously impossible to print a detailed report of these extremely interesting business sessions THE TEAM OWNERS REVIEW hopes to present to its readers some of the papers read at this meeting in future issues.—EDITOR.)

OATS CRUSHER LITIGATION.

The Gibson Oat Crusher Company of Chicago and the W. L. McCullough Company of Ypsilanti, Mich., have for some time been in litigation in reference to certain patents on oat crusher machinery. Not long ago Judge Kohlsaas, of the United States Circuit Court of Northern Illinois, handed down a decision in the case.

Barthel and Barthel, attorneys for the McCullough Company, manufacturers of the machine alleged to have been infringed upon, in commenting upon the court's decision, wrote the following letter to the McCullough Company:

Gentlemen:

On April 11, 1912, Judge Kohlsaas, in the District Court of the United States, Northern District of Illinois, Eastern Division, dismissed the suit brought by the Gibson Oat Crusher Company of Chicago, against the City Fuel Company of Chicago, Ill., for infringement of Letters Patent No. 923,966, granted to J. L. Gibson for a Feed Crusher and con-

trolled by the Gibson Oat Crusher Company. The suit was instituted because the Gibson Oat Crusher Company claimed that the City Fuel Company infringed this patent by the use of a Bell Oat Crusher, the machine manufactured by you and sold by you to the City Fuel Company.

In rendering his decision Judge Kohlsaatt held with the Patent Office tribunals, as appears from the record of the case, that the patent sued on was fully anticipated by prior patents and did not cover matter of a character which was patentable. Judge Kohlsaatt further stated that the patent sued on was for an aggregation and not for a patentable combination. He said:

"As with the tack hammer and rubber tipped lead pencil, the convenient arrangement of the elements of the crusher in a compact form was a desirable result, but independent of the various minor modifications and adjustment features, there would seem to be some ground for the defendant's claim that it is an aggregation and not a combination as to the above named elements. * * * * In view of the prior art and the differential of the peripheral speed of the rollers used by defendant, infringement is not deemed proven. The bill is therefore dismissed for want of equity."

In other words, the court has decided that the Gibson patent is invalid for anticipation and for aggregation and that your Bell Oat Crusher does not in any way infringe such patent. You are entitled under this decision to continue the manufacture and sale of such

machines without fear of molestation from the Gibson Oat Crusher Company, or others. Your own patents protect the peculiar motion of the grinding elements of your machine alluded to in the Judge's decision as "the differential of the peripheral speed of the roller," and the peculiar advantages arising from such motion are not available to your competitors.

We congratulate you on the outcome of the suit.

In answer to this letter the Gibson Oat Crusher Company makes this statement:

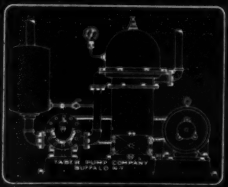
The defendants in the recent suit for infringement of the Gibson Patent brought by us against the City Fuel Co., through their attorneys have issued a letter which in several places is misleading and liable to be misunderstood.

The Court in rendering its decision did not state that our Patent was fully anticipated by prior patents, but said—"It must be conceded that both the cleaning and the crushing of grain or other substances are old." The Gibson Patent is for a combination of cleaning devices combined into a single machine and it is a well settled rule of law that where old devices are combined into a new machine producing a new and useful result, or an old result in a more efficient manner, it may be the result of invention. Again, the Court *did not* positively say that the Patent was for an aggregation and *not* a combination, but said—"There would seem to be some ground for the defendant's claim that it is an aggregation and not a combination."

In any event that Court did not hold our Patent invalid, but dismissed the bill saying that infringement "is not deemed proven," and this because the Court held that the defendant's machine employed "yielding conoidal discs *for grinding*, the peripheries of which travel at unequal speed." If this is true, then the defendant's machine must be a *grinding mill* and not an Oat Crusher, and it is patent to everybody that the preferred feed for horses is crushed oats, and not ground oats.

We have carried the case up to the higher

VACUUM HORSE GROOMING AND MASSAGE MACHINE



TABER PUMP COMPANY
BUFFALO, N.Y.

Cleanliness and Massage

Are as good for a horse as for a man. This machine improves the health of the horse as well as enabling one man to do the work of several, reducing expense, and benefiting the horses. Sanitary, because it removes not only impurities, but germs. Profitable, because it saves you money. Send for particulars.

courts and do not expect the Appellate Court to take the same position as Judge Kohlsaat, because we feel that certain features of the case were not considered as seriously by him as they might have been, and which would in the opinion of our legal advisers have changed his views, as we never claimed that the conoidal discs were an infringement.

One point also not to be ignored is, it was only the machine in use by the City Fuel Co., which the Court said did not infringe upon our Patent, as other types of machines made by the same concern were not involved in this suit. When the final decision is handed down on our appeal to the Appellate Court the matter will then be settled for all time, and not until then.

DRAFT HORSES IN DENMARK.

The draft horses in Denmark are put to work between the ages of two to two and one-half years, but as a rule they begin in the country districts, and are only used in the large cities when they are at least five years of age. There are in Denmark at present about 550,000 horses. The majority of the draft horses belong to what is called the Jutland breed, and are foaled in Jutland, although there are many breeding establishments on other islands comprising the kingdom. The Jutland breed has been and is being constantly crossed with breeds of other foreign lands, especially Belgium. There is also much crossing with the horses from the south and central parts of Sweden.

The length of the usefulness of the city horse may be said to be from four to five years as a "coacher," five years at an omnibus, six years at a street railway, and from six to nine years on trucking work. The price at which horses sell is difficult to give. Sound coachers can be obtained for about \$170, but the same horse after a few years' work would probably sell for only \$100. A good "bus" horse will cost \$200, but after service will bring about \$75. A car horse represents an outlay of about \$190, and when resold after service will bring about \$75. Brewery horses,

YOU PROFIT IN 3 WAYS

WHEN YOU USE THE

Sleight Eccentric Piano Truck

- 1st** You save the pay of two extra men on your average moving of upright pianos;
- 2d** You not only make more on each delivery, but the kind of service you can give brings you more business—so the profits pile up;
- 3d** You greatly relieve yourself of damages, for this truck protects the piano, while at the same time enabling your men to handle it at any angle.

And you know that ability to give special protection service in moving pianos means more high grade moving of all kinds for you.



Our advertising department has two separate plans for aiding our customers to get business. This service is free to you.

10
Years
of
Success

The eccentric on the head-board does the trick: truck slides or rolls just as you desire.

"The truck preferred by piano houses."

The truck will last 10 years and make you money on every upright piano you move.

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2123 N. Alabama S., Indianapolis, Ind.

which are usually very heavy, cost about \$275 to \$300, but when sold after being worked out bring only \$50. This low price is explained by the fact that the agricultural sections do not want such heavy beasts and the majority of these animals are slaughtered. An ordinary working horse, fresh, young, and sound, can be had for \$200; what he will bring when sold is problematical.

The mortality of horses is about 2 or 3 per cent. in well-kept stables. Injuries seem to be the main cause of mortality. Diseases brought on by a bad digestion or disarrangement of the bowels or colds also add to the causes of mortality. The death rate among the loosely kept animals is about 5 to 6 per cent. The daily allowance of forage is approximately 16 pounds of oats, 5 pounds of corn, 2 pounds of molasses, 6 pounds of hay, and 3 pounds of straw. No bran of any consequence is fed. For bedding straw and coarse hay are used as a rule, and no account is taken of what the animal may eat. The teams used by the city are bedded with peat dust.

Big Investment.

Within another year the amount invested in electric vehicles will reach \$80,000,000, according to a prediction made by T. C. Martin, chairman of the committee on progress to the National Electric Light Convention at Seattle. He finds that \$10,000,000 is invested in electric trucks for heavy and light delivery service and that \$30,000,000 is invested in electric pleasure vehicles. He believes these amounts will be easily doubled by the end of 1912.

WAREHOUSEMEN LIKE PIANO TRUCK.

In speaking of the advantages of the piano truck manufactured by the W. T. Sleight Manufacturing Company of Indianapolis, the Shank Furniture and Storage Company, members of the New York Furniture Warehousemen's Association, say this:

"We bought the first truck you made, nine or ten years ago, and are still using it, together with four others we have purchased since then. During that time we have tried several other trucks, and find that your truck is far superior to any of them. Your truck is the only one we now use, and we cannot recommend it too highly."

"TAG DAY" FOR HORSES.

For the purpose of establishing "watering stations" to benefit the horse throughout the city of Philadelphia, the "Women's Society for the Prevention of Cruelty to Animals" established an innovation recently by the inauguration of "Tag Day for Horses." On June 10th a large number of automobiles with young ladies as the distributors of tags rode through the city's streets and sold tags to all who liked to buy. About \$1,000 was realized and this sum is to be used to erect "watering stations" in various parts of Philadelphia.

Mule Beats Auto In Test.

The provisional regiment of the United States army, under Col. R. N. Getty, is encamped at Middleton, eight miles from Madison, Wis. The army mule apparently has won his fight for existence. The test of the automobile truck as a substitute for the mule has been extensive enough to justify a statement from Capt. M. E. Faville favoring the retention of the mule.

Mr. Benedict of Denver was in attendance at the Illinois Furniture Warehouseman's meeting. He distributed a very beautiful booklet, of large size, containing interesting scenes of Colorado. The booklet was an unusually handsome example of the printer's art and made an excellent souvenir.

The price of a subscription to THE TEAM OWNERS REVIEW for a whole year is only \$1.00.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

CONVENTION OF TEAM OWNERS.

Cleveland, Ohio, June, 1912.

Tune: Tramp, tramp, the boys are marching.

In the Sunny month of June
 When the birds are all in tune
 And the bloom is on the clover fields so gay
 Then to Cleveland we will go
 In the State of Ohio
 Just to meet our fellow draymen once again.

CHORUS.

Yes, we'll meet at the Convention
 Team owners from far and near
 And we will grasp the outstretched hand
 That will make us feel so grand
 When we meet our fellow draymen once again.

When President Goldberg takes the chair
 He will wield the gavel there
 And delegates will answer to their name,
 Oh won't it be sublime
 In this good old Summer time
 Just to meet our fellow draymen once again.

A. CHARD.

WANT STREETS MADE SAFE.

Trade organizations of Philadelphia have appealed to Director Cooke to provide for the spreading of gravel or sand on the pavements of heavily traveled streets for the safety and protection of horses. The delegation comprised representatives of the Lumbermen's Exchange, the Team Owners' Association, the Coal Exchange and the Chamber of Commerce.

The Director assured the delegation that he would give the matter careful consideration and apprise them of the result of an investigation which he would order as to the best means of meeting the conditions embraced in the proposition.

Mr. Latimer of the Fireproof Storage and Warehouse Company of Cleveland, O., who attended the Illinois Furniture Warehousemen's summer outing, presented each member and guest with a very elegant and useful pen-knife with the compliments of his firm, which was greatly appreciated.



THIS CHECKED HEAD
"The Capewell" TRADE MARK

Your Horses

cannot do the best work if improperly shod. They can not be thoroughly comfortable with loose rattling shoes.

Loose shoes usually result from using weak, inferior nails which break at the head or clinch.

A set of "Capewell" nails in a horseshoe will hold it tight even under the severe strains of strenuous work. Tests have proven this nail to have half again the tensile strength of any other brand.

Something is lost in safety and economy by the **horse owner** who is careless about the nails used on his horses.

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**Largest Makers of Horse Nails
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 HARTFORD, CONN. U.S.A.

VALUABLE HORSES.

The Arab's regard for his mare is often expressed in sayings that are short and very much to the point, as for instance: "The foundation of wealth is a mare; bring forth a mare." "The greatest blessings are a wise wife and a fruitful mare."

As the Arabs themselves are divided into tribes and sub-tribes, the same system is adopted in regard to the strain of their horses' breed. In fact, the breeding is carried on in the same manner as laid down in the Koran for the Mohammedan marriages. This is one of the chief factors giving rise to the high quality of the pure bred Arab horse.

"Thoroughbred mares are never sold under any conditions, and instances have been known," says Pierre Ponafidine in "Life in the Moslem East," "when five and six and ten thousand pounds have been refused; for often such mares that are too old for riding are still kept for breeding purposes."

In olden times stealing a mare was punishable by death. Sheiks own one or more pure

bred mares, according to their position and means, but it is often the case that among the less well to do people a mare is owned by several, the shares being clearly defined and division of colts made according to detailed and often complicated laws. Sometimes one family owns "one leg," while a richer man claims "two legs," etc.

The system of owning a mare in shares is found among certain Arabs in Turkish Arabia and sometimes in the city of Bagdad itself, if any one is fortunate enough to get hold of a half-bred mare.—*Tit-Bits*.

Secretary Debo of the Buffalo Trucking Association as usual was in evidence at the Cleveland Convention distributing the cute Buffalo pins among the delegates and guests. On this occasion Mr. Debo was accompanied by his better half.

Every team owner in this country should be a subscriber to THE TEAM OWNERS REVIEW.



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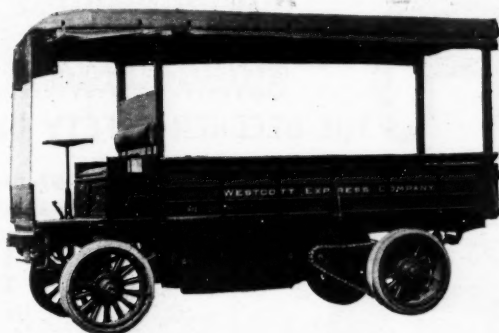
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191 G. V. ELECTRIC TRUCKS

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The reason business men buy so many G. V. trucks is because they know what they are buying. They can find in almost any city the relatively crude G. V's. of 1902-6, running side by side with the faster, standardized product of 1912. They can see with their own eyes the evolution of the G. V. electric.



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If you think the electric truck is the "side-line" Motor Truck, read this: The first horseless delivery service in America has just been inaugurated by M. Groh's Sons, Brewers, of New York. They use G. V. Electrics exclusively, having sold their last four horses June 17th. They sold 36 in all and six G. V. trucks do all their work.

Another brewer has only five horses left out of 171 three years ago. He has bought 54 G. V. trucks. Others are in the race—who will win the next honors?

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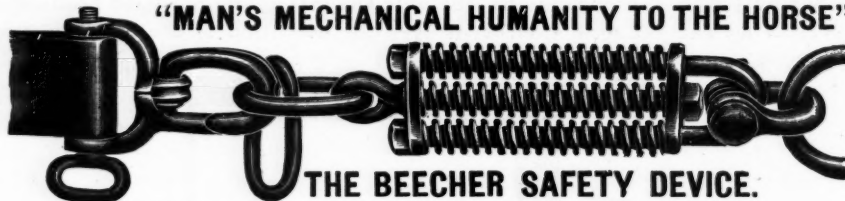
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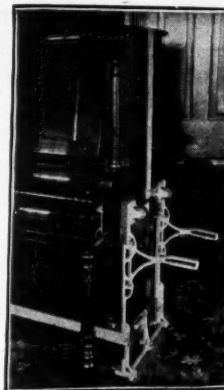
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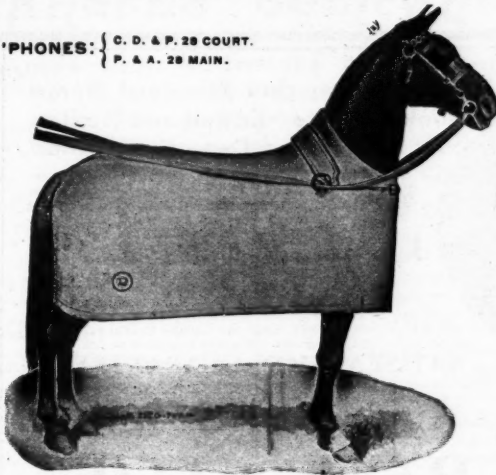
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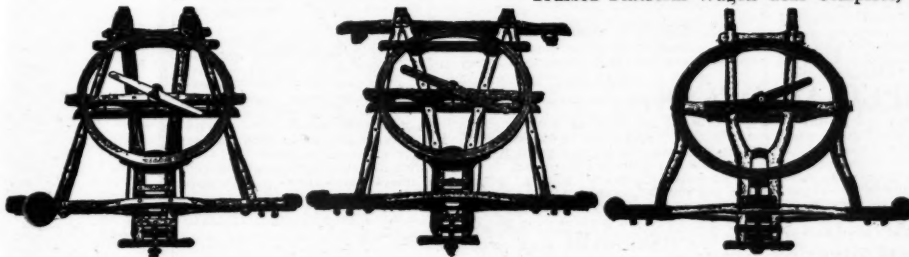
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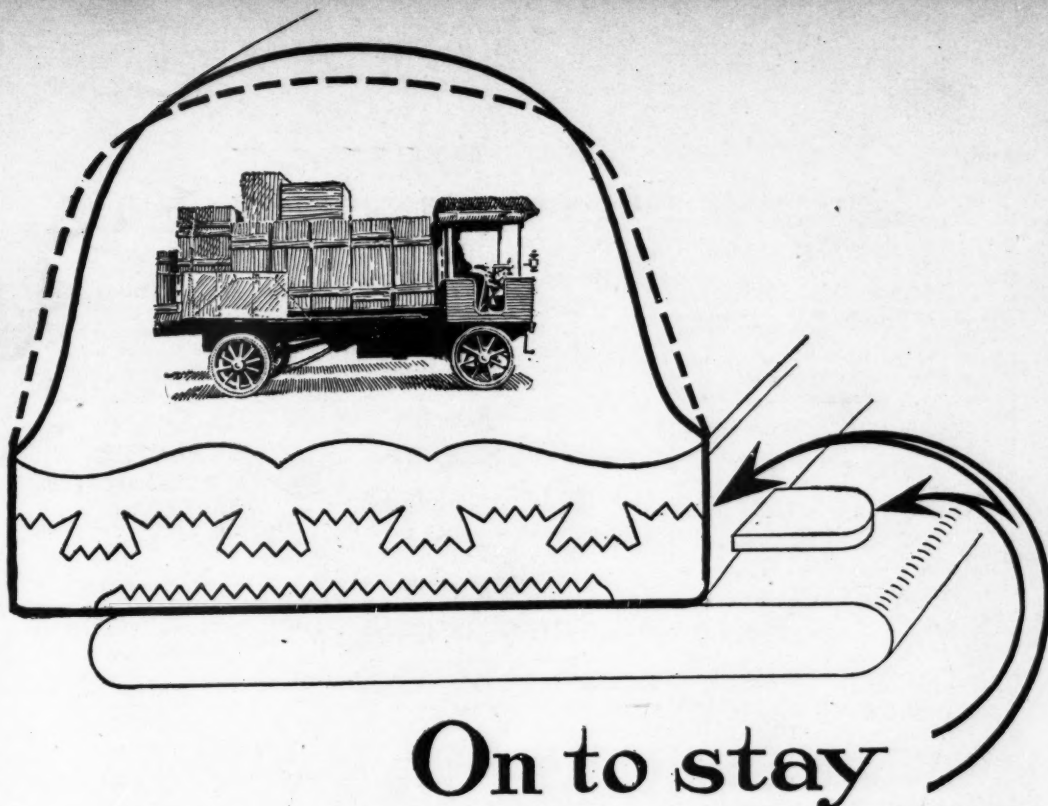
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On to stay

A big item of truck tire cost—(often not realized when buying tires)—is the delay and "dead time" due to tire slipping off rim, or other misplacement, while in service.

In the Goodrich Wireless Truck Tire, the tire and rim are a perfect unit. The tire proper is built on a dovetailed steel base into which the hard rubber sub-base is keyed—making sidewise movement impossible. A transverse key on the outer side prevents circumferential movement or "creeping." (See cut above.)

This is one of the logical reasons why the Goodrich Wireless stays on and gives 10,000 miles and upward of uninterrupted service. There are other reasons:

- 1: The Goodrich Wireless method of fastening tire to rim. This absolutely prevents the tire from giving 'way at the base before full wear on the tread has been obtained.
- 2: The tire was scientifically patterned so that it would assume, under load, the shape that gives it the greatest traction and resiliency, without damaging distortion. (Normal and load contours shown in outline illustration above.)
- 3: The rubber compound of the tread is so tough that you can hardly stick a pin into it. Full wear on this tread means far more than "full wear" on the ordinary tire tread. It is a perfect combination of extreme toughness with resiliency.

Many imitations of the Goodrich Wireless are now springing up. But remember we were the *first* to bring out the steel base tire in America. The Goodrich is the *only* wireless tire that has been *perfected* to meet American conditions. The shape, quality of rubber, and the distinctive wave-line of contact between soft and hard rubber are *Goodrich* features. Buy the *original*.



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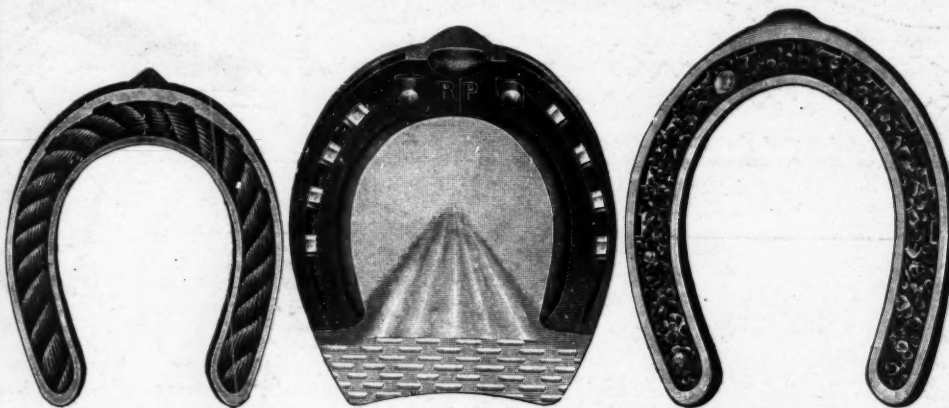
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Built on Steel **TRUCK TIRES** Wear like Steel

THE TEAM OWNERS REVIEW.

Why Cat-Foots are Better Than Rubber Pads and Special Combination Horse Shoes

Not an Experiment—Used in Europe for 30 Years



CAT-FOOT AS FIRST WORN
Edges of Frame Close Over Rope
in Use.

RUBBER PAD AS FIRST WORN
(With Pad Screw Calks)

CAT-FOOTS HALF-WORN
Showing Cement-Like Surface of
Pebbles and Sand Embedded in
Tarred Rope.

CAT-FOOTS vs RUBBER PADS AND SHOES

Rubber Pads and Rubber Shoes help to stay slipping for a little time only until the rough surface of the rubber becomes smooth.

Pads are usually worn as cushions. If slipping is to be prevented, small screw calks are used in the toe as shown above.

The heart of Cat-Foot Shoes is Tar-Soaked Hemp Rope Filled with Sand and Pebbles.

Rubber throws off sand and slip-resisting particles.

Cat-Foots pick them up and a new cement-like surface is built up as fast as the old wears away.

So Cat-Foots cannot slip and are the best of cushions besides.

So Cat-Foots wear longer than rubber pads and special shoes.

And Cat-Foots don't dry the feet as pads always do.

CAT-FOOT SHOES COST LESS THAN ORDINARY PADS AND SPECIAL SHOES AND LAST LONGER.
SOLD BY ALL HEAVY HARDWARE JOBBERS IN AMERICA.

Try a Set To-day at our risk. If you cannot find them easily, send us name and address of your horse shoer and of your supply house, and we will see that you get them at once.

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